

NOVEMBER 29, 2021



Supplier Diversity & Engagement

ANNUAL REPORT FY 2020-2021

DEPT OF PURCHASING & CONTRACTING

COUNTY OF SAN DIEGO

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Year in review.

This report summarizes the County of San Diego's supplier outreach and engagement efforts from July 1, 2020 through June 30, 2021. The Department of Purchasing and Contracting (DPC) is committed to supporting the Board of Supervisors in ensuring successful participation of small and diverse businesses in County contracting. DPC ensures that diverse and small businesses, including minority-owned, woman-owned, veteran-owned, disabled veteran business, LGBTQIA+ owned, 8(a) business, HubZone business, and other disadvantaged businesses and nonprofit organizations are afforded an equitable opportunity to compete for contract awards through supplier outreach and education opportunities and activities. These activities are in line with all County efforts to implement Board Policy B-53 (Small Business Policy) and Board Policy B-39a (Veteran Owned Business and Disabled Veteran Business Program).



Throughout the year, the County hosted or participated in 22 events to engage with small and diverse businesses and community providers. Events ranged from those where the County participated as a speaker, panelist, or exhibitor to those the County hosted, including "How to Do Business with the County" information sessions.

DPC continues to publicize future outreach events on its public facing webpage and major events and opportunities are also featured on the BuyNet front page. Outreach events are also advertised with local Chambers of Commerce and distributed by other regional public agencies to their respective mailing lists.

DPC in the community.

In collaboration with the San Diego and Imperial Valley Small Business Development Center (SBDC), DPC implemented a technical assistance program for small businesses, nonprofits and other community providers. The program features a series of six workshops covering government contracting and the County's procurement process and policies. Each workshop is two hours, with opportunities for attendees to ask questions. All workshops are offered at no cost and attendees are also eligible for no cost one-on-one advisory services from the SBDC.



County of San Diego Contracting Series

Register to Join!

We Can Help You Do Business with the County

We're collaborating with San Diego County to help small businesses learn how to do business with the county. [Don't miss out Friday](#) as we show how to navigate the Procurement Portal. The series will continue in January, and you don't have to attend all six sessions but it's encouraged to grasp each of the topics to help ensure your success!

Left: Newsletter bulletin circulated to thousands of small business and community providers in the San Diego region to register for no cost workshops and technical assistance on the County's procurement and contracting processes.

The County of San Diego is a Co-Chair of the Anchor Collaborative, a region wide effort led by the San Diego Regional EDC (Economic Development Corp). The Collaborative aims to enable the region's largest employers, purchasers, and investors to maximize their economic development impact in San Diego County by incentivizing innovation and collaboration in procurement, capital investment, and neighborhood infrastructure improvement and supporting the creation of quality jobs in small businesses. Key goals and outcomes include quality job growth, supply chain resiliency, and systems change. The Anchor Collaborative is also leading efforts to establish regional demographic data on small and diverse businesses and service providers to improve future outreach and utilization.

Right: Collective purchasing and employment impact of San Diego anchor institutions.



8.31.2020 - 9.2.2020

Navy Gold Coast Small Business Procurement Event

Hosted by the National Defense Industrial Association (NDIA), the Navy Gold Coast Small Business Procurement Event provides a forum to educate, guide, and assist small businesses in working with government agencies. DPC hosted a virtual exhibition booth and met with attendees to provide information on the County's procurement process and how to register on BuyNet and receive notifications for future contracting opportunities. The event drew 1,300 attendees.

12.3.2020

Live Well Advance 2020: Stronger Together, Now More Than Ever

The fifth annual Live Well Advance drew nearly 2,000 community participants over the two-day conference. DPC co-hosted Doing Business with Government Agencies, a virtual session featuring resources available to small businesses from the County and the Small Business Development Center (SBDC). DPC Director Jack Pellegrino presented on County procurement processes and answered questions from community providers and small business owners.

11.10.2020

U.S. Veterans Business Alliance (USVBA) Outreach Event

In honor of Veterans Day, DPC and the USVBA co-hosted a virtual procurement workshop to celebrate and support small and veteran-owned businesses. The event provided information about the County's procurement process, tips for success in government contracting, and upcoming business opportunities with the County of San Diego. A panel of executives from DPC, Public Works, General Services, Health & Human Services Agency (HHSA) and Perspecta (the County's IT provider) was available to answer questions. The workshop drew 520 small business and nonprofit attendees.

6.22.2021

Doing Business with the County - San Diego County District Attorney

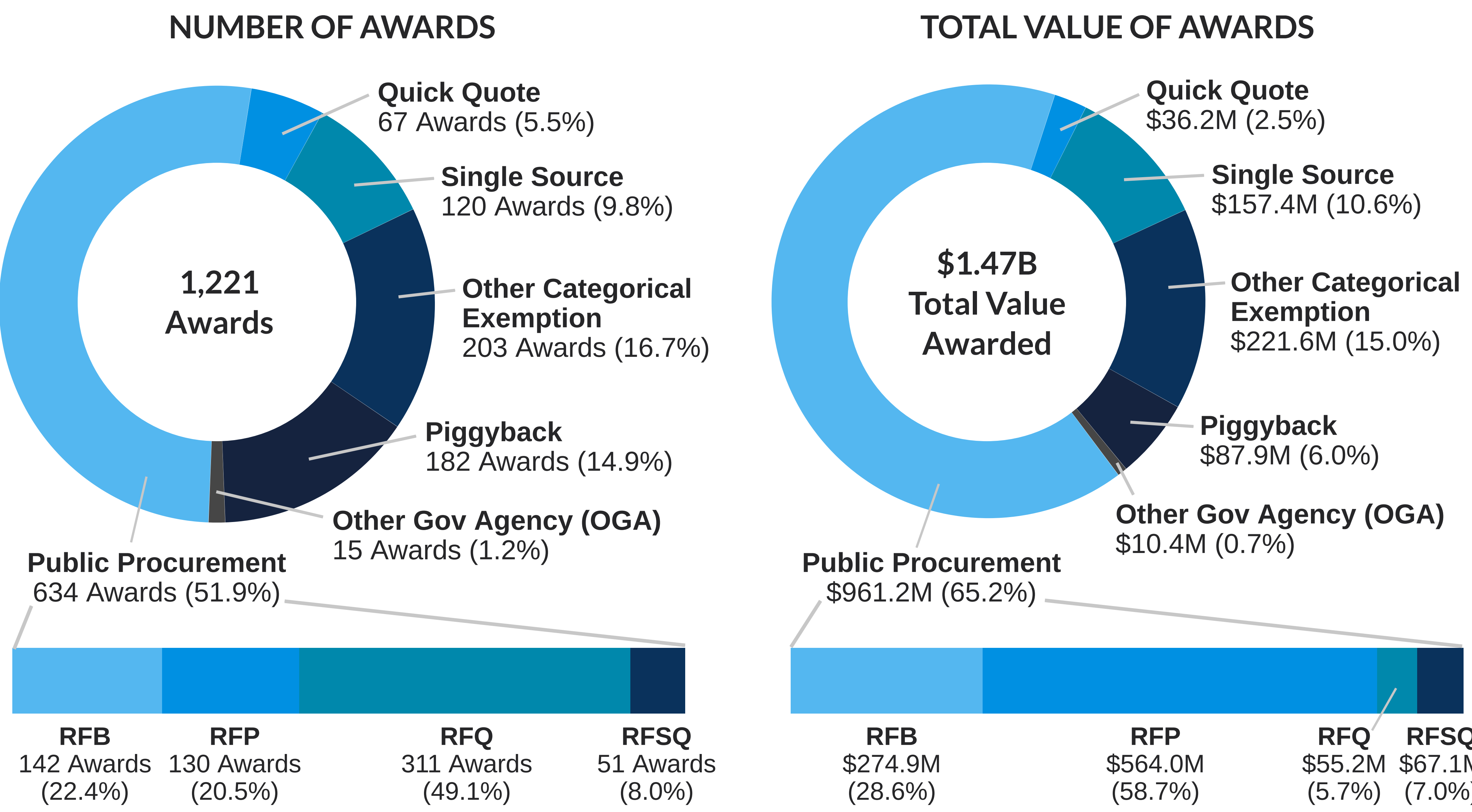
On June 22, 2021, DPC and the District Attorney's Office co-hosted a virtual Doing Business with the County event to showcase upcoming contracting opportunities with the DA, Probation Department, and HHSA. The target audience included small businesses and community providers, including nonprofit organizations. Over 200 attendees participated in the event.

SUPPLIER OUTREACH & ENGAGEMENT ACTIVITIES

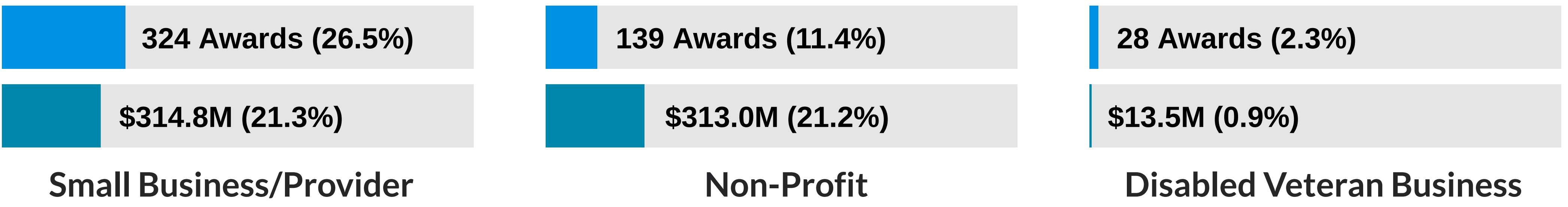
FY2020-2021

Date	Host/Sponsor	Event	Location	Presenters
July 23, 2020	North San Diego SBDC	MEET THE BUYERS FEATURING THE COUNTY OF SAN DIEGO	Virtual	Jack Pellegrino Judy Ying
Aug 31 - Sep 2, 2020	National Defense Industrial Association (NDIA)	GOLD COAST SMALL BUSINESS PROCUREMENT EVENT	Virtual	Judy Ying
Sep 22 - Sep 24, 2020	Caltrans District 11	PROCUREMENT FAIR 2020	Virtual	Judy Ying
Oct 12 - Oct 13, 2020	Veterans in Business (VIB) Network	VIB NETWORK NATIONAL CONFERENCE	Virtual	Judy Ying
Oct 15, 2020	The Show Producers	2020 SMALL BUSINESS EXPO	Virtual	Judy Ying
Oct 28, 2020	Caltrans District 11	SMALL BUSINESS COUNCIL	Virtual	Judy Ying
Nov 4, 2020	San Diego County Regional Airport Authority	MEET THE PRIMES 2020	Virtual	Judy Ying
Nov 10, 2020	County of San Diego & U.S. Veterans Business Alliance	DOING BUSINESS WITH THE COUNTY - PROCUREMENT WORKSHOP AND Q&A PANEL	Virtual	Jack Pellegrino Judy Ying Bill Morgan Steve Schmidt Patty Kay Danon Brian Hammond
Dec 3, 2020	Health & Human Services Agency (HHSA)	LIVE WELL ADVANCE 2020	Virtual	Jack Pellegrino Cheryl Brown Judy Ying
Dec 11, 2020	Small Business Development Center (SBDC)	MODULE 1: INTRO TO THE COUNTY OF SAN DIEGO & NAVIGATING THE PROCUREMENT PORTAL	Virtual	Cheryl Brown
Jan 8, 2021	Small Business Development Center (SBDC)	MODULE 2: CREATING A FOUNDATION FOR SUCCESS & WHAT TO EXPECT	Virtual	Cheryl Brown
Feb 11, 2021	Small Business Development Center (SBDC)	MODULE 3: VIABILITY TEST & THE COUNTY OF SAN DIEGO'S SMALL BUSINESS PROGRAM	Virtual	Cheryl Brown
Mar 12, 2021	Small Business Development Center (SBDC)	MODULE 4: PROPOSAL WRITING FOR THE COUNTY OF SAN DIEGO	Virtual	Cheryl Brown
Apr 9, 2021	Small Business Development Center (SBDC)	MODULE 5: YOU'VE BEEN AWARDED A CONTRACT, NOW WHAT?	Virtual	Cheryl Brown
Apr 27, 2021	Back to Work San Diego Coalition	COMMITTEE MEETING	Virtual	Jack Pellegrino
May 14, 2021	Small Business Development Center (SBDC)	MODULE 6: CONTRACT FINANCIAL MANAGEMENT	Virtual	Cheryl Brown
June 22, 2021	DPC & District Attorney's Office	DOING BUSINESS WITH THE COUNTY - PROCUREMENT WORKSHOP AND Q&A PANEL	Virtual	Jack Pellegrino Grace Liu Thelma Mubaiwa Lisa Weinreb Tracy Prior Marc Regier Maggie Ramsberger

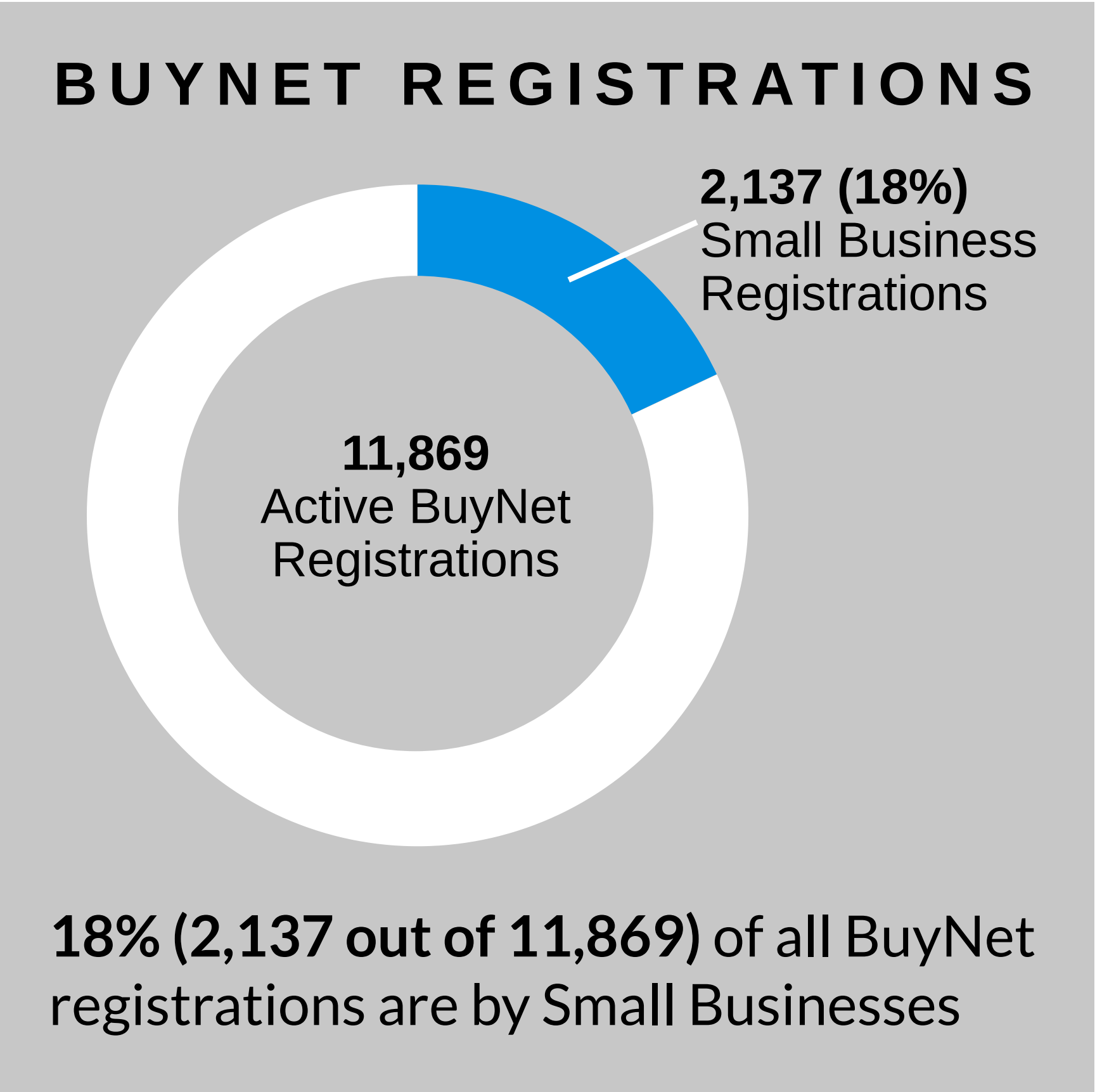
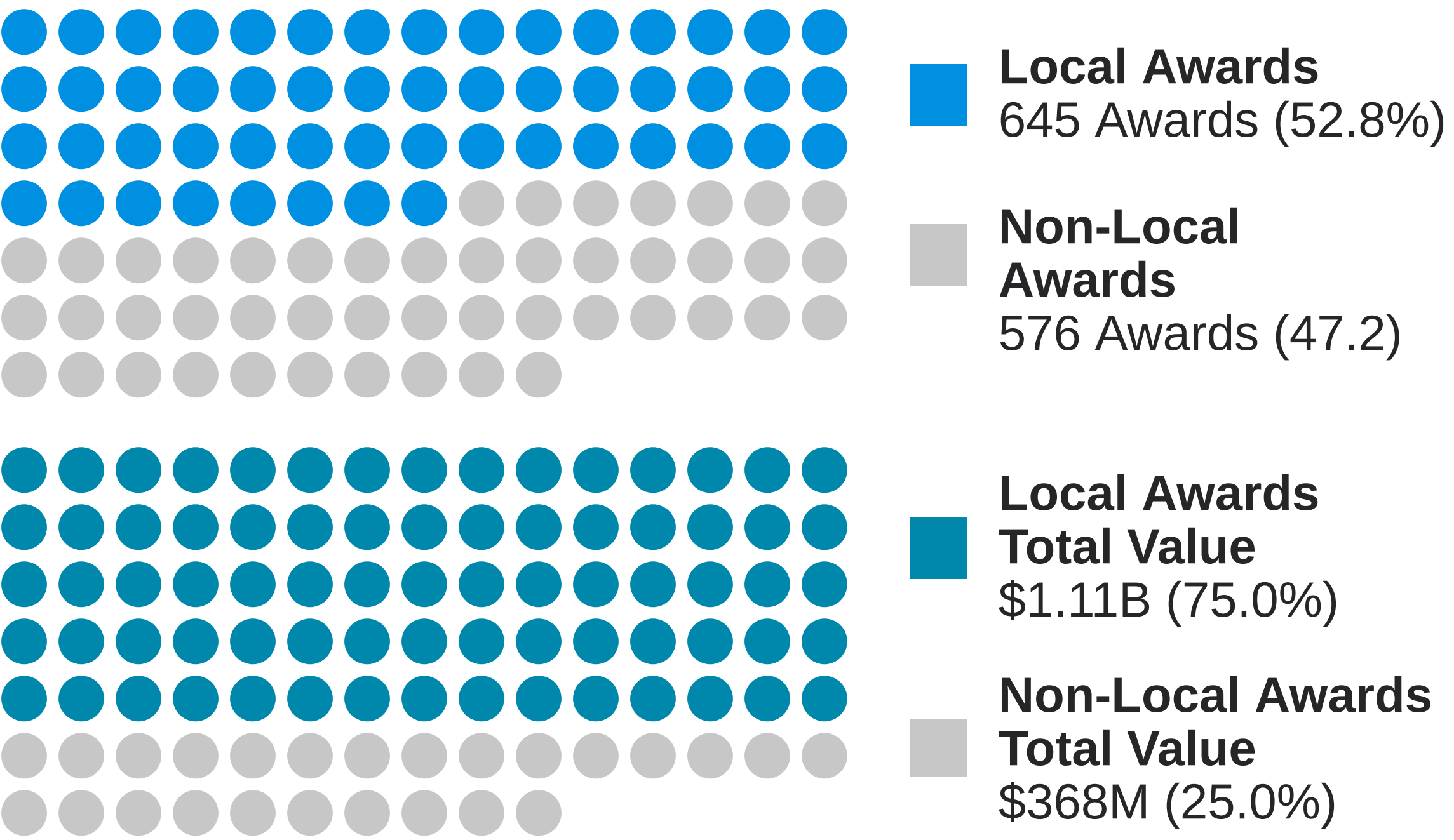
NEW CONTRACT AWARDS. In FY2020-2021, the County awarded 1,221 new contracts with a total value of \$1.47 billion. Awards are made primarily via competitive procurement methods.



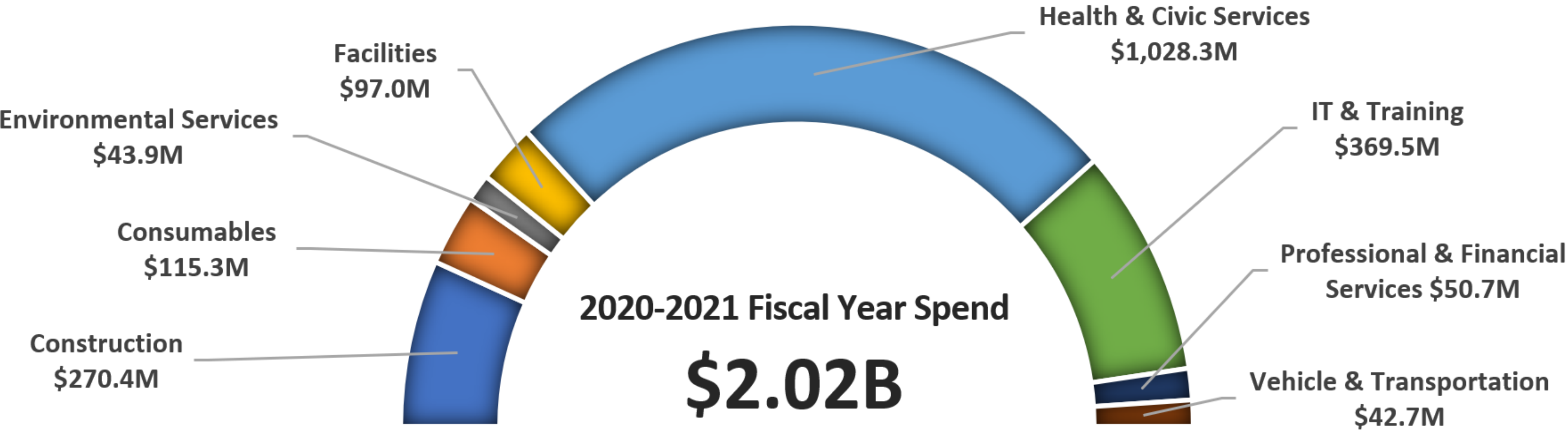
SMALL & DIVERSE SUPPLIER AWARDS. Percentages are based on the total awards and total value awarded. Categories may overlap as individual suppliers may belong to more than one category.



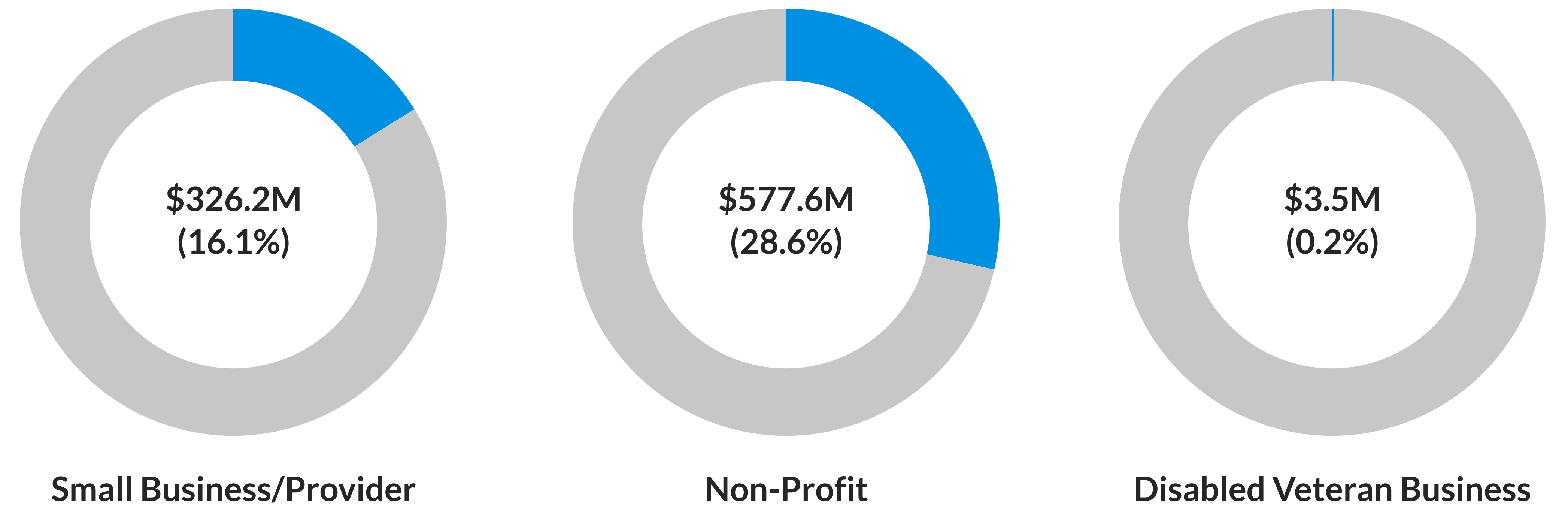
LOCAL AWARDS. In FY2020-2021, the County awarded 645 contracts with a total value of \$1.11 billion to local suppliers.



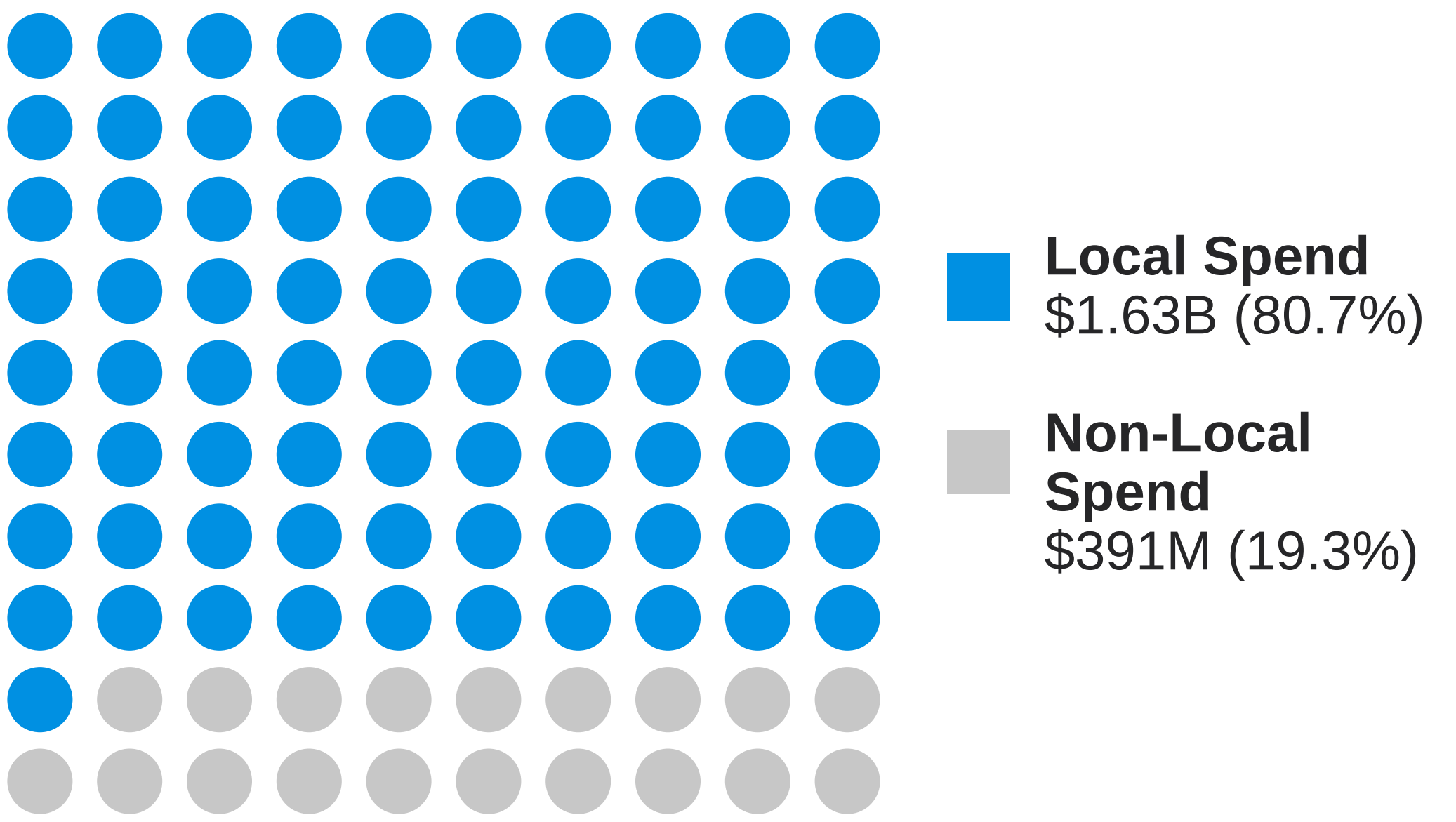
TOTAL PROCUREMENT SPEND. The County procures a wide variety of goods and services. Significant spending occurs in health and civic services, information technology, and construction. In FY2020-2021, The County's total procurement spend was \$2.02 billion.



SMALL & DIVERSE SUPPLIER SPEND. FY2020-2021 procurement spend data for small businesses, disabled veteran businesses and nonprofit organizations is reported below. Percentages are based on the total procurement spend of \$2.02B. Categories may overlap as an individual supplier may belong to more than one category.



LOCAL SPEND. In FY2020-2021, the County spent \$1.63 billion on goods and services from local businesses and non-profit organizations. The local spend was 80.7% of the total procurement spend.



P-CARD SPEND. The County's P-Card spend in FY2020-2021 was \$39 million. 92,000 P-Card transactions were made throughout the year.

FY2020-2021 P-CARD SPEND: \$39M

TRANSACTION AMOUNT	#
Less than \$1,000	85,000 transactions
Less than \$1,500	2,700 transactions
Less than \$2,500	3,000 transactions
\$2,500 and over	1,300 transactions
TOTAL TRANSACTIONS	92,000